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# Example of Account Sales Manager Job Description

Our innovative and growing company is looking for an account sales manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for account sales manager

* Develop and manage sales forecasts and budgets
* Direct new business development strategy and lead efforts to execute strategy
* Report to director of sales
* Maintain pricing strategy
* Leverage relationships with customers in the maintenance and pursuit of new business
* Anticipate the issuing of "Requests for Quote", and alert appropriate business leaders so that advanced preparation can be carried out
* Be the single interface with the customer for the receipt and return of requests for quote
* Align Visteon support to ensure a timely response to requests for quote
* Determine, communicate, and resolve any discriminators that will influence the awarding of business
* Anticipate and communicate any competitive insights regarding a RFQ

## Qualifications for account sales manager

* Experience developing a sales territory plan and with clear and measurable quarterly objectives aligned with plan
* Ability to travel whenever necessary
* Bachelor degree in Business, Marketing or other Science/Engineering related disciplines
* Minimum 6 years of Project Management, Sales, Account Management or Channel Partner experience in the Lighting Industry is required
* Highly Motivated to Make Profitable Sales
* Intelligent, Innovative and Creative